

ENTREPRENEURSHIP

Unit 1.2

Worksheet (KEY)

Name: _____ Date: _____

Instructions: Fill in the following blanks with complete and correct information.

1. List Characteristics of an Entrepreneur:

<u>Persistent</u>	<u>Creative</u>
<u>Responsible</u>	<u>Inquisitive</u>
<u>Goal Oriented</u>	<u>Independent</u>
<u>Self-Demanding</u>	<u>Self-Confident</u>
<u>Risk-Taking</u>	<u>Restless</u>
<u>Action-Oriented</u>	<u>Enthusiastic</u>

2. List Entrepreneurial Skills:

<u>Communication Skills</u>	<u>Human Relations Skills</u>
<u>Math Skills</u>	<u>Problem-Solving & Decision Making Skills</u>
<u>Technical Skills</u>	<u>Basic Business Skills</u>

3. Make your goals realistic and easily attainable.

4. In order to be a successful entrepreneur you must have an interest in being an entrepreneur and have a strong commitment to a business and a lot of energy.

5. What can you do to strengthen your characteristics and skills to become an entrepreneur?
read articles and books, write about individuals overcoming obstacles, watch films about business people, practice case-studies and goal-oriented behaviors.

6. Choose a field that interests you and will provide you with an experience you will enjoy.

7. ROI is Return on Investment.

8. Investment is what it costs to make and market a product.

9. Capital is the buildings, equipment, tools, and other goods needed to produce a product, or the money used to purchase these items.

10. Code of Ethics: Behavior guidelines that describes appropriate conduct for a business or organization.

11. If everyone has a different Code of Ethics, what should a business owner do?
Clearly communicate what is and is not acceptable conduct for your business and it's employees.
12. In the discussion of ethics, write a response for each question on the PowerPoints:
- #1: Use of employer's equipment and supplies for personal use. *Answers vary.*
#2: Accepting gifts from clients? Suppliers? *Answers vary.*
#3: Pad numbers for budget to get more money from Dad. *Answers vary.*
#4.1: Changing type of screws used in product to make deadline. *Answers vary.*
#4.2: Cost company \$100,000 each day delayed. *Answers vary.*
13. Create a Code of Ethics for your Classroom:
Students asked to create 6 policies. Answers vary.
14. List outside resources needed to supplement Entrepreneurs expertise.
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| <u>trade magazines</u> | <u>internet</u> |
| <u>specialty magazines</u> | <u>newspapers</u> |
| <u>tradeshows & exhibitions</u> | <u>government agencies</u> |
| <u>counselors</u> | <u>local chamber of commerce</u> |
| <u>professional business consultants</u> | |